

THIRTY-SIXTH ANNUAL MEETING
NEW YORK STATE ASSOCIATION OF WHOLESALE MARKETERS AND DISTRIBUTORS
CONCORD RESORT HOTEL

PROGRAM

THURSDAY, SEPTEMBER 14

2:30 - 5:00 P.M.	REGISTRATION - Main Lobby Pick up meeting KIT. Gifts sign up for Golf, Tennis and Bowling Tournaments.	7:30 P.M. DINNER - Main Dining Room
6:30 P.M.	RECEPTION - Columns Room Sponsored by Liggett & Myers Tobacco	9:30 P.M. DANCING - Imperial Room
		10:30 P.M. SHOWTIME - Imperial Room

FRIDAY, SEPTEMBER 15

8:00 A.M.	BREAKFAST - Main Dining Room	"R. J. Reynolds Portrait" Michael Button, President of NYSAWMD. Presentation by Roger Farmer of R. J. Reynolds.
10:00 A.M. - 5:30 P.M.	REGISTRATION - Main Lobby Pick up meeting KIT. Gifts sign up for Golf and Tennis Tournaments. Deposit tickets for Friday drawings.	"AWMA Candy Distributor of the Year" Mountain Candy and Cigar Company Accepting, Steve Altman. Awarded to a member company for special effort in the merchandising and distribution of confectionery products. Presented by Tom Henning, of AWMA.
10:00 A.M.	GOLF TOURNAMENT - International Golf Course (Men-Women) Sponsored by Lorillard Tobacco Co. Golf balls provided, no fees. Golfers only luncheon at Monster Course Clubhouse. Box lunches provided at International Golf Course.	"Elder Statesman of the Year" Richard Orcutt, Formerly V.P. Sales of Lorillard. For professional achievement and unselfish service. Presented by Leo Weber.
1:00 P.M.	LUNCH - Main Dining Room	\$1,000 Travel Certificate Drawings Donated by: Liggett & Myers Tobacco, United States Tobacco Company, Sultana Crackers, M&M MARS (Open to all). General Cigar Company, Japan Tobacco International, Philip Morris, U.S.A. (Distributor only).
3:00 P.M.	TENNIS TOURNAMENT - Outdoor Courts (Men-Women) Sponsored by Brown & Williamson Tobacco Corp. Tennis balls provided, no fees. Tennis players refreshments.	Color TV donated by House of Rizla (Distributor only). 1 Gold Dunhill Lighter. 1 Gold Dunhill Pen donated by Tobacco Exporters International (Open to all).
5:00 P.M.	ELECTION MEETING - Little Club NYSAWMD members only.	9:30 P.M. DANCING - Imperial Room
6:45 P.M.	RECEPTION - Columns Room Sponsored by Lorillard Tobacco Company	10:30 P.M. SHOWTIME - Imperial Room
7:45 P.M.	DINNER AND AWARDS - Main Dining Room Invocation: Rabbi Cohen Wine courtesy of Philip Morris USA Sports Winners Presentation Brown & Williamson Tobacco First Lady of the Industry Award Susan Legana Cannava, of South Beach Novelties & Conf. Honored previously or currently actively engaged in management and decisions of a member firm, positively contributed to the industry, Association and enhancement of the image of the Tobacco and Confectionery Distribution Network. Final selection in conjunction with management of the Brown & Williamson Tobacco Corporation. Presentation by Victoria Person-Coral, Section Sales Mgr. of Brown & Williamson Tobacco Corporation.	51849 9883

SATURDAY, SEPTEMBER 16

7:45 A.M.	BREAKFAST - Main Dining Room For those not attending Education Seminar.	Lorillard Citizenship Award Name To be Announced Board of Directors responsible for selection subject to Lorillard Parameters. Based on outstanding contributions to the community in civic, charitable and social endeavors. Presentation by Leo Weber.
9:00 A.M.	REGISTRATION - Main Lobby Late Friday Arrivals Pick up meeting KIT and Gifts.	"Brown & Williamson Tobacco New York Achiever Award" Leonard Schwartz, President of Globec. Presentation by Tom Cunningham, of Brown & Williamson.
9:00 A.M. - 11:00 A.M.	EDUCATION BREAKFAST SEMINAR- Empire Dining Room Open to all attendees • Legislative update • Panel and delegate discussion Attendance awards donated by: Nestle - \$1,000 Travel Certificate; 1 Color TV donated by Lane Limited (must be present to win).	"J. George Eilcofon Distinguished Friend of the Industry" Bernard Gold, Sultana Crackers. Awarded by NYSAWMD for outstanding leadership and dedicated service. Presentation by Gert Eilcofon.
10:00 A.M.	LADIES BINGO - Columns Room Sponsored by Brown and Williamson Tobacco Corp. Many valuable prizes.	"Cigar Manufacturer of the Year" Austin T. McNamara, President of General Cigar. Awarded by NYSAWMD for aggressive and distinguished leadership. Presented by David Burgh of General Cigar.
11:30 A.M.	PRIZE DRAWINGS - Main Lobby Tickets must be deposited prior to 11:30 A.M. to be eligible to win. You do not have to be present. winners names will be posted at registration desk. Claim prizes before 10:00 A.M. Sunday	"Candy Manufacturer of the Year" Michael Gilmore, COO of Ferrero U.S.A. Awarded by NYSAWMD in appreciation for distinguished and unselfish service. Presented by Mitchell Bernstein of Ferrero U.S.A.
12:30 P.M.	LADIES PRIVATE LUNCHEON & FASHION SHOW - Continental Dining Room. Sponsored by R.J. Reynolds Tobacco Company. Hosted by Ladies Auxiliary NYSAWMD. Drawing for many prizes, including Gift Certificates donated by NYSAWMD (Open to all). \$500 U.S. Savings Bond donated by The Topps Company. Women's Sports winners announced.	X "Man of the Year Award" Andrew Schindler, President of R. J. Reynolds. Awarded by NYSAWMD for inspiring leadership and faithful service. Presentation by Leonard Schwartz, Chairman of NYSAWMD.
1:00 P.M.	LUNCH - Main Dining Room	\$1,500 Travel Certification Drawing Donated by: Hershey Chocolate U.S.A. (Distributor only).
2:00 - 4:30 P.M.	INDIVIDUAL CONFERENCES - Roman/Spartan Provision has been made, in a conducive atmosphere in accordance with good business practices, for distributors, suppliers and sales representatives to discuss areas of mutual opportunity.	\$1,000 Travel Certificate Drawings Donated by: Ferrero U.S.A., Consolidated Cigar, Swisher International, (Open to all). Sultana Crackers, Brown & Williamson, (Distributor only). Color TV donated by House of Rizla, Color TV donated by Bic Corporation (Distributor only). A Week for two at the Concord Resort Hotel, (2) Weekend for two at the Concord Resort Hotel, Courtesy of Concord Hotel. 1 Gold Dunhill Lighter, 1 Gold Dunhill Pen donated by Tobacco Exporters International (Open to all).
3:00 P.M.	CHILDREN'S PARTY - Little Club Sponsored by M&M MARS. Fun, games, surprises, gifts for children of all registered delegates.	9:30 P.M. DANCING - Imperial Room
4:30 P.M.	ROMAN CATHOLIC MASS - Columns Open to all Concord guests, arrangements by NYSAWMD.	10:30 P.M. SHOWTIME - Imperial Room
6:30 P.M.	RECEPTION - Columns Room Sponsored by R. J. Reynolds.	11:30 P.M. ICE CREAM PARTY - Columns Room, Sponsored by Ferrero U.S.A.
7:45 P.M.	ANNUAL BANQUET AND AWARDS - Main Dining Room Invocation by Father Brady Wine courtesy of U.S. Tobacco Co.	

SUNDAY, SEPTEMBER 17

8:00 A.M. -	BREAKFAST - Main Dining Room	1:00 P.M. FAREWELL LUNCHEON - Main Dining Room
9:30 A.M.		2:00 P.M. DEPART AT LEISURE - Safe Trip Home!
8:00 A.M.	NYSAWMD BOARD AND GENERAL MEETING - Empire Dining Room Membership Drawing: 1 Color TV donated by Lane Limited. Members must be present to win.	Notes: 1. Wear badge to all Association events. 2. Present tickets in dining room for all meals. 3. Distributor firms eligible for 1 Travel Certificate only. Must be used within 24 months. 4. Badge Color Key: Red - Distributor Yellow - Broker Blue - Manufacturer Green - Allied Services
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TOTAL P.03